CURRICULUM VITAE

M.A.WaheedH.No. 6-1-343

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**EXPERIENCE SUMMARY:**

A professional highly accomplished technocrat business head with 28 plus years of global IT work experience in the areas of sales,having vast experience in sales strategic planning, daily sales operations and excellent knowledge of the sales field, confident to meet and exceed goals or expectations business development, account management, and P&L management.. Experience in IT software projects and Total outsourcing projects. Worked and visited countries like USA, MIDDLE EAST.

**Present Job**: Leading a software sales team for a IT company as Company President Taking care of USA, UK, Middle East and Australia region

**Immediate**: To use my Experience, Knowledge of Software and Telecom sales for the past 28 years in the tough and competitive market to acquire new customer and penetrate & expand more business with the current customers

# Key Skills:

Develop and maintain a global team of IT Sales business executives / VP for more business and market penetration

* + Develop relation with C Level and Decision maker globally to drive the account
  + Effective and productive interpersonal and negotiation skills to drive more business
  + Bring the needs of customer into the organization and mobilize companywide resources in a matrix organization, through premium customer care to ensure all customer needs aremet
  + Lead and work productively along with a high performance team with proven ability to create a competitive advantage to the customer
  + Proven track record of work experience in IT software sales and Telecom for MNC like Wipro, SDG, Bharti, British Telecom and Seanergy Consulting and Vama Industries Public Ltd.

**Languages Known**: Hindi, English & Telugu. **Industry**: IT Software and Telecom **Category**: Sales, Marketing

**Education**: B Com , MBA

**University**: Osmania University Hyderabad.

**Current Employer**: Vama Industries Public Ltd

**PROFESSIONAL EXPERIENCE**

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# Vama Industries PublicLtd.

**Designation : VP International Sales Region USA and Middle East. Job Description.**

Vama Industries is a public Limited Company with more than 15 years old into IT SOFTWARE PROJECTS, Total outsourcing and CAD CAM division Software projects focus market into USA and Middle East market.

* + Responsible from Sales and Project execution team which includes BDM Regional BD and Tele executives along with research team to build the data base
  + Responsible for project wise requirement depending on the project and delivery of theproject.
  + Traveling to customer site for sales and if required in formation gathering depending on the requirement to execution of the project
  + Travelling extensively to meet the prospects for relationship building and new projects
  + Strategize team to get new business and penetrate & expand currentcustomers
  + Reporting to the CEO

1. **Seanergy Consulting ServicesLtd (Turnkey Infotel India Pvt Ltd) Designation** : Company President. **Job Descriptions**

As a company president I was responsible for total software business globally. I was taking care of Key Account managers, Business heads for USA,UK and Australia and a team of market research to acquire new accounts.

* Part of Top Management team and reporting to the board and involved for strategic decision making
* After USA and Middle East was successful in replicating the success in AUS
* Handling relationship with CXO level customer and decision makers at customer site
* Travelling extensively to meet the prospects for relationship building and new projects
* Identifying new area in business globally industry-wise and technically
* Help in strategizing and operations, sales in all verticals, identifying & managing channelpartners
* Strategize team to get new business and penetrate & expand currentcustomers.
* Interface with partners and large clients to develop and maintain organizational strategies, operational efficiencies, and proposals for increasing technical efficiency and improvingprofitability
* Accountable for overall growth of thecompany

**Working since** : 1st of July 2009 to 2015

**Reporting to** : Board of Director

1. **M/s British Telecom Global Communications India Designation**: Sales Head(AP)

**Job Description**:

Handling a team of Key Account Managers to drive Telecom managed services for the Corporate segment in Hyderabad. Responsibilities include communicating company goals to the team and guiding them to achieve number & revenue targets.

Responsibilities included:

* Taking care of two team in Sales consisting of BDM and Sr BDM with BDE ‘s reporting to the BDM / Sr BDM and a solutions architect . As a branch head has other responsibility of support team and over all smooth functioning of thebranch
* Identifying customer needs, consulting corporate clients on their voice and data requirements and proposing telecom solutions based on customer needs, for Data BT infonet offers like MPLS services with 5 class of services, GPNS, ATM, IPVPN, Internet Tier 1 grade ISP to all corporate and for International Voice we BT Infonet offers IP Voice services.
* Maintaining a complete database of all accounts in terms of their telecom& infrastructure
* Planning revenue enhancement strategies and expansion of the business interms of revenueshare.
* Maintaining competitive information. Updating the customer with the latestValue added Services from time totime.
* New account penetration, identifying potential key accounts.
* Identifying corporate accounts and conducting presales activities. Gatheringdata

in terms of voice and data infrastructure in each of these accounts through a team of sales executives

* Account mapping. Identifying key people in the top 50 key accountsand understanding the decision making process.

**Working since** : 20th of July 2005 to 31st of March 2009.

**Reporting to** : Country Manager India Operation Mumbai

# 3) Bharti Tele Ventures Limited (Airtel Enterprise Services) Worked as : Manager Sales

**Job Description**:

* Identifying customer needs, consulting corporate clients on their voice and data requirements and proposing telecom solutions based on customer needs. Resolving all telecom relatedqueries.
* Solutions offered to identified corporate are VSAT, NLD, MPLS, FR, IPVPN, IPLC InternetBandwidth
* Taking care of a Account management team who where assigned a set of IT/ITES accounts which where identified as AES accounts across thecountry.

**Achievements** : Achieved 115% of target for the year 2001 to 2002, ICRISAT, Agrotech Achieved 120% of target for the year 2002 to 2003 big orders were

from ITC-BPL, BAAN & HSBC, Nipuna, Award:Best sales person in South for QTR-1.

Achieved 119% of my Target for the year 2003 – 04 big Orders were a DS#3 Order of HSBC, One DS#3, Order from ISP.Karvy 110 VSAT upgrade order, out of 12Cr of target Rs 7.5 Crs came from ISP-Cable Award Employee of the month for OCT 03 Order for the month target wheredouble

Achieved 106% of my Target for the year 2004-05 Order were from Satyam, TATA Tele Services, APP Labs, Conexant, SSA Global, Invensys Nipuna, Knoah and many more IT Co’s.

Ist QTR Target of 2005 to 2005 was 2.8 Cr achieved Rs 3.1 Crs big orders were from Satyam, APP Labs, Vebtel, Brigade, Conexant, SSA Global. Etc, **Left bharti on 15 of July 2005**

# Worked since : 1st May 2000 to 15th July 2005..

**Reporting to** : Chief of South & National Vertical Head

1. **M/s Global Electronics ServicesLtd. Worked as** : BusinessManager

**Services** : CommunicationServices

* 1. Route X.400 Netel(Email)
  2. E-FAX Services
  3. Internet BandwidthServices
  4. VPN Services
  5. Frame RelayServices
  6. Server Co-locationServices

About Global electronics Services Ltd. Global electronics services (GECS) is a sister concern of Global Telesystems Ltd.. Global as a group has a turn over of 550 Corer.

GECS has started it services in 1996 in X.400 email services for corporate GECS has More than 7000 corporate as there customer using of the above services. GECS hold the Licenses of ‘A’class ISP in India.

Worked from : July 1999 to April 2000.

# Datapro Information TechnologiesLtd.

**Worked as** : Area Sales Manager S**ervices** : CommunicationServices

* 1. Xeemail X.400Email
  2. Domain nameregistration
  3. ServerCo-location
  4. X.A.P.I

About Datapro Information Technology Ltd. : Datapro is a group of 3 Companies Datapro Electronics Ltd 2) Datapro Infoworld Ltd. and 3) Datapro Information TechnologiesLtd.(DITL).DITL is an ISP dealingin X.400 email services to corporate and individuals, Domain name registration and Server Co-location Services.

**Responsibilities** : Was leading a team of 4 Sales executives was very successful in meeting the set targets, out of the 16 Branches in 1998-99 HYD was the best branch insales.

**Worked from** : January 1998 to July 1999

1. **M/s Systems Design Group Worked as** : Sr Executive

**Products** : Stock BrokingSoftware

Wokhorse II, Workhorse Professional, AWACS, CTC & Market Watch

**Nature of Job** : Appointing Channel Partners, Leading the marketing team, assigning targets to the Marketing Executives, handling new projects, assigning work to software support engineers. Studying the requirement of the Clients and providing the solution to there specified requirement.

**Worked from** : May 1995 to Dec 1997.

1. **M/s New Tech Data Products Worked as** : Sr MarketingExecutive

**Products** : i. ComputerPeripherals

* 1. Networkingproducts
  2. LIPI Range ofProducts.

**Nature of Job**: Marketing Computers services, appointing dealers and assigning targets to Marketing Executives

**Worked from** : May 1994 to April 1995.

# M/s Wipro Lighting Ltd.

**Worked as** : Assistant Sales Office

# Job Description:

* Appointing Distributors, Appointing Dealers and direct sales agents Secunderabad Region.
* Organizing and managing events such as road shows to increase the visibility of all wipro lighting products in the city.

**Worked from :** 1992 July to 1994 May.

# Personal Profile

**Qualification**

Academic : B.Com MBA

Osmania University Hyderabad

Technical :PGDCA

Frontier Information Technology Ltd.

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